

Message Text

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PAGE 01 STATE 116562
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 PM-04 DODE-00 ACDA-10
MC-02 TRSE-00 OMB-01 CIAE-00 INR-07 NSAE-00 /042 R

DRAFTED BY COMM/BIC/OED/SIPS/JEBELK/SG
APPROVED BY EB/OCA/CM/JJREILLY
COMM/BIC/OED/SIPS/SSLEON
COMM/BIC/OED/OBOD/RECOHEN
STATE/PM/SAS RJSLOTT(PHONE)
DOD/NAVY/OP63/RADMBOYD (INFO)
ARA/ECP/COOLEY (INFO)

-----210107Z 113831 /61

P 201520Z MAY 77
FM SECSTATE WASHDC
TO AMEMBASSY BUENOS AIRES PRIORITY

UNCLAS STATE 116562

E.O. 11652: NA

TAGS: BEXP, AR

SUBJECT: PRODUCT OPPORTUNITY - PERISCOPES

1. IT IS UNDERSTOOD THAT THE GOA HAS PLACED AN ORDER FOR
SIX NEW SUBMARINES WITH RHEINSTAHL IN ENDEM, WEST GERMANY.

2. KOLLMORGEN VICE PRESIDENT, KENNETH LEE, HAS ASKED
STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP AT USDOC
FOR ASSISTANCE IN THEIR EFFORT TO SELL PERISCOPES FOR
THIS REQUIREMENT.

3. LEE PLANS TO MAKE PRESENTATION TO GOA OFFICIALS ON
MAY 26, AFTER ENGLISH AND GERMAN FIRMS MAKE THEIR PRESEN-
TATIONS ON PRECEEDING DAYS. SELECTION OF THE PERISCOPE
IS EXPECTED TO BE MADE IN THE NEXT FEW MONTHS.

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4. REQUEST EMBASSY CONTINUE ASSISTANCE TO KOLLMORGEN AS
HAS DONE SO WELL IN THE PAST. KOLLMORGEN IS SOLE U.S.
SOURCE IN COMPETITION WITH BARR AND STRAUD (ENGLISH) AND
ZEISS (GERMAN). THIS IS A MARKET POTENTIAL IN THE ORDER
OF SEVEN MILLION DOLLARS. CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 20-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE116562
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/JEBELK/SG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770181-0027
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770533/aaaabcvo.tel
Line Count: 61
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: aa03c68c-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 26-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2429250
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - PERISCOPES
TAGS: BEXP, AR
To: BUENOS AIRES
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/aa03c68c-c288-dd11-92da-001cc4696bcc
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